A3940-1.5U

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1990

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
Mars Hill College
Mary Washington College
Memphis State University
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Presbyterian College
Queens College
Randolph-Macon Woman's College
Rollins College
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1989 and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (February 8, 1990, through March 12, 1990) and cumulatively (September 1, 1989, and March 12, 1990).

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BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 2/8/90 THROUGH 3/12/90

CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	59	734	$25307	$25614	$28000	$25200	$21600	209	2015	$25158	$26179	$28800	$25500	$20000
BUSINESS ADMIN (INCL MGMT	17	160	22554	23396	*	*	*	55	414	20727	22545	26000	20500	17000
DISTRIBUTION MANAGEMENT	2	10	24000	26220	*	*	*	5	28	23230	25108	*	*	*
ECONOM & FINANCE (BANKING	29	205	24206	25105	27500	25000	20000	57	467	22511	24149	26400	23500	16500
HOTEL/RESTAURANT MGMT.	+	4	+	20900				1	31	18000	20005	*	*	*
HUMAN RSRCS (incl LABOR R	16	20	25737	24740	*	*	*	34	50	24494	24153	28875	24500	19500
MANAGEMENT INFO SYSTEMS	6	65	20512	26664	*	*	*	25	160	25516	26926	30000	27000	20000
MARKETING/MARK MGMT (RESR	22	171	22241	22727	25000	22000	18200	84	501	21695	22759	25200	22000	18000
REAL ESTATE	1	5	20500	22900	*	*	*	3	14	17553	24561	*	*	*
COMMUNICATIONS														
ADVERTISING	7	11	15589	17238	*	*	*	15	22	16744	17985	*	*	*
COMMUNICATIONS	5	33	20960	19983	*	*	*	19	107	20405	20160	*	*	*
JOURNALISM	+	14	+	18879				12	37	17863	17351	*	*	*
TELECOMMUN/BROADCASTING	+	5	+	13920				3	13	16993	18101	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	15	74	20182	19103	*	*	*	71	234	20551	19142	24000	20000	18357
PRE-ELEMENTARY EDUCATION	1	15	23100	17584	*	*	*	5	23	19779	16783	*	*	*
PHYSICAL EDUCATION	+	5	+	17840				7	23	20633	19397	*	*	*
SPECIAL EDUCATION	1	22	20618	20796	*	*	*	9	52	19933	19876	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	2	5	16700	21280	*	*	*	3	36	19467	18902	*	*	*
TEXTILES & CLOTHING	1	2	27000	24300	*	*	*	2	30	23450	20538	*	*	*
MERCHANDISING MANAGEMENT	3	4	19277	20158	*	*	*	6	28	19222	18335	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	21400				1	6	18000	22026	*	*	*
LETTERS (incl English, Li	3	17	23567	20065	*	*	*	11	51	20750	19050	*	*	*
VISUAL & PERFORMING ARTS	+	7	+	18000				7	35	21715	18727	*	*	*
HUMANITIES - OTHER	+	17	+	31518				2	45	23250	25247	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	7	+	20227				2	13	20997	20583	*	*	*
HISTORY	1	3	27000	25000	*	*	*	3	8	21985	22469	*	*	*
POLITICAL SCIENCE/GOVT	3	16	21633	21706	*	*	*	11	42	18818	21986	*	*	*
PSYCHOLOGY	4	21	22138	20940	*	*	*	9	53	18304	19655	*	*	*
SOCIOLOGY	+	5	+	27900				1	12	22000	23624	*	*	*
SOCIAL SCIENCES-OTHER	+	4	+	16226				1	16	20000	17827	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	70	+	30699				1	116	32500	30666	*	*	*
AGRICULTURAL	+	12	+	32006				+	15	+	31205			
ARCHITECTURAL	+	8	+	30590				+	22	+	30174			
BIOENGINEERING & BIOMEDIC	+	4	+	30353				+	6	+	29568			
CHEMICAL	55	438	35191	35336	37000	35100	34000	82	673	35146	35207	37000	35130	33400
CIVIL	20	174	27872	27762	32301	27850	25000	31	410	28655	27645	32500	28500	25000
COMPUTER	2	49	30813	32310	*	*	*	2	84	30813	31899	*	*	*
ELECTRICAL/ELECTRONIC	49	433	31560	32025	35500	31620	26500	86	950	31263	31624	35040	31200	26000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENVIRONMENTAL ENGINEERING	+	+	+	+				+	+	+	+			
INDUSTRIAL	11	151	$30505	$31196	*	*	*	15	297	$30097	$30964	*	*	*
MECHANICAL	69	512	31003	32143	$34800	$31500	$25343	96	1045	30945	32082	$34700	$31500	$25343
METALLURGICAL	6	39	29817	31872	*	*	*	6	74	29817	31998	*	*	*
MINING (INCL GEOLOGICAL)	+	+	+	+				+	16	+	28961			
NUCLEAR	+	5	+	31630				+	15	+	30583			
PETROLEUM	+	16	+	36788				+	58	+	36120			
TEXTILE	3	3	33669	33669	*	*	*	3	3	33669	33669	*	*	*
ENGINEERING TECHNOLOGY	3	29	33700	31576	*	*	*	8	102	30198	29934	*	*	*
INDUSTRIAL TECHNOLOGY	1	2	24000	29250	*	*	*	3	21	21333	24976	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	3	15	22995	22924	*	*	*	4	36	22843	22649	*	*	*
ANIMAL SCIENCES	+	5	+	18400				+	16	+	17830			
PLANT SCIENCES	+	2	+	21500				+	5	+	21200			
NATURAL RESOURCES	+	1	+	17700				+	4	+	17925			
OTHER AGRICULTURAL SCIENC	2	3	31000	30667	*	*	*	4	14	25530	25223	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	11	134	28829	29217	*	*	*	42	370	26536	29091	31800	27000	21000
COMPUTER PROGRAMMING	11	21	30657	29110	*	*	*	14	30	30052	28531	*	*	*
INFORMATION SCIENCES & SY	3	48	28733	30014	*	*	*	10	149	27316	28615	*	*	*
SYSTEMS ANALYSIS	+	2	+	27250				+	2	+	27250			
HEALTH SCIENCES														
ALLIED HEALTH	+	37	+	27656				1	48	22000	26526	*	*	*
HEALTH SCIENCES	+	4	+	24745				1	16	16800	22470	*	*	*
NURSING	+	14	+	27450				2	23	31000	26630	*	*	*
PHARMACY	+	7	+	31677				2	17	32000	33576	*	*	*
SCIENCES														
ACTUARIAL	+	2	+	26000				+	7	+	28986			
ARCHITECTURAL & ENVIRONME	5	7	28376	26440	*	*	*	5	11	28376	23248	*	*	*
BIOLOGICAL	+	7	+	20143				3	25	24000	21780	*	*	*
CHEMISTRY	+	24	+	29107				1	42	22500	28057	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	2	+	15240				+	9	+	19887			
MATHEMATICS	3	17	23764	26721	*	*	*	16	66	21428	24250	*	*	*
PHYSICS	+	5	+	24400				+	11	+	25547			
OTHER PHYSICAL & EARTH SC	+	+	+	+				1	2	30000	24000	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	24	24	26861	26861	29000	26800	25000	24	24	26861	26861	29000	26800	25000
TOTALS	479	3988						1136	9400					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	58	552	$25755	$25880	$28000	$26000	$23000	183	1583	$25521	$26417	$28000	$26000	$21700
ACCOUNTING (PRIVATE)	12	187	24741	24615	*	*	*	33	456	23773	25049	27999	23250	20000
COMMERCIAL BANKING (CNSMR	7	21	22429	22257	*	*	*	15	44	21400	21059	*	*	*
COMMERCIAL BANKING (LENDG	2	20	20747	23674	*	*	*	10	60	20659	22844	*	*	*
INVESTMT BANKING (CORP FN	+	7	+	28643				1	15	27600	28151	*	*	*
INVESTMT BANKNG (M & A)	+	4	+	25450				+	5	+	24627			
INVESTMT BANKG (REAL EST)	+	3	+	23067				1	6	19000	25033	*	*	*
INVESTMT BANKG (SALES & T	+	3	+	16183				+	4	+	19638			
FINANCIAL/TREASURY ANALYS	3	104	26050	26452	*	*	*	5	184	24010	26306	*	*	*
PORTFOLIO MGMT/BROKERAGE	2	15	17500	20160	*	*	*	2	21	17500	20333	*	*	*
UNDERWRITING	2	7	25250	22671	*	*	*	6	39	22677	22031	*	*	*
INSURANCE - CLAIMS	4	16	20125	22775	*	*	*	9	40	20800	21936	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	1	4	27000	21250	*	*	*	1	11	27000	18616	*	*	*
MEDIA PLANNING	+	3	+	16667				3	9	16333	19382	*	*	*
REPORTING	+	3	+	16167				1	7	17000	15923	*	*	*
PRODUCTION	3	7	21367	27094	*	*	*	5	19	23220	25762	*	*	*
PUBLIC RELATIONS	1	12	16000	23167	*	*	*	5	27	15476	20830	*	*	*
WRITING / EDITING	+	12	+	17450				1	22	16200	17955	*	*	*
MARKETING														
ADVERTISING	1	14	12000	19821	*	*	*	8	28	17438	19359	*	*	*
BRAND/PRODUCT MANAGEMENT	3	21	29233	27730	*	*	*	7	56	25200	25173	*	*	*
BUYER/MERCHANDISING	6	20	20655	22602	*	*	*	9	97	20410	22647	*	*	*
DISTRIBUTION	2	12	26350	31883	*	*	*	6	29	21842	26966	*	*	*
MARKET RESEARCH	1	9	24000	27120	*	*	*	2	15	22000	25856	*	*	*
PURCHASING	1	9	22500	22905	*	*	*	1	20	22500	23423	*	*	*
SALES	35	222	24221	25009	30400	24000	18000	94	549	23407	24670	30600	23450	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	6	11000	22383	*	*	*	4	18	16075	20519	*	*	*
FINANC,TAXA, MONETARY POL	2	5	14030	18512	*	*	*	3	14	15353	21873	*	*	*
ECONOMIC PROGRAMS	+	10	+	27569				+	11	+	26699			
LAW ENFORCEMENT	+	9	+	26556				1	12	19493	25083	*	*	*
MILITARY	+	6	+	18280				18	39	22819	21771	*	*	*
NATIONAL SECURITY	+	1	+	21000				+	2	+	26850			
URBAN / REGIONAL PLANNING	+	+	+	+				1	1	27500	27500	*	*	*
ENGINEERING														
BIOENGINEERING	+	7	+	29371				+	12	+	27554			
DESIGN / CONSTRUCT	31	279	29734	30142	32500	29856	26000	39	613	29796	29990	33000	30500	25000
ENVIRONMENTAL/SANITATION	3	31	27359	29627	*	*	*	3	56	27359	28852	*	*	*
MANUFACTURING/INDUSTRIAL	37	318	31401	32550	35900	31320	27500	59	712	31671	32172	36000	31320	27500
SYSTEMS / PROGRAMMING	3	59	33000	30916	*	*	*	6	132	30524	30841	*	*	*
POWER SYSTEMS	6	61	29657	32242	*	*	*	8	130	29926	31767	*	*	*
SOFTWARE DESIGN & DEVELOP	5	50	29250	31606	*	*	*	10	117	29349	31403	*	*	*
HARDWARE DESIGN & DEVELOP	3	40	26532	32181	*	*	*	4	97	28659	31794	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	14	129	$32589	$32612	*	*	*	24	265	$32506	$31905	$37320	$32750	$26328
TESTING	3	35	27391	31190	*	*	*	4	107	28043	30487	*	*	*
PROCESS ENGINEERING	42	312	34852	35485	$36000	$35020	$34000	62	522	34854	35057	36000	35000	33400
PROJECT ENGINEERING	21	132	32843	32696	35500	34000	30700	45	379	31836	32276	35000	31600	29000
OTHER ENGINEERING	52	375	31030	31952	34080	31495	26500	62	597	30860	31466	34200	31250	25343
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	4	+	23125				3	18	16971	21693	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	+	+	+			
MEDICAL TECHNOLOGY	+	1	+	28500				2	10	18000	22371	*	*	*
NURSES / PERSONAL CARE	+	15	+	26420				2	24	31000	25629	*	*	*
OCCUPATIONAL THERAPY	+	13	+	26585				+	17	+	26332			
PHARMACIST	+	1	+	29500				+	7	+	35519			
PHYSICAL THERAPY	+	18	+	29489				+	18	+	29489			
RESPIRATORY THERAPY	+	3	+	18167				+	3	+	18167			
OTHER HEALTH RELATED	+	12	+	22542				4	28	22759	20993	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	7	+	19798				1	14	16700	18376	*	*	*
COUNSELING	+	11	+	17175				3	27	17050	16521	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				2	5	17200	17180	*	*	*
SOCIAL WORK	1	7	18750	18821	*	*	*	3	19	18168	18556	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	18	117	29082	29092	*	*	*	49	329	26823	28210	33000	27600	19473
INFORMATION SYSTEMS	9	81	24722	27129	*	*	*	23	172	25647	26945	30000	26950	20000
SYSTEMS ANALYSIS & DESIGN	4	70	26054	30501	*	*	*	14	172	26787	29793	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	5	+	29490				1	13	28000	29604	*	*	*
AGRICULTURE/NAT'L RESOURC	1	14	22385	21390	*	*	*	2	49	22385	20329	*	*	*
ARCHITECTURE	+	1	+	19200				1	6	20000	18308	*	*	*
CONSULTING	4	119	27100	28866	*	*	*	7	221	27700	28183	*	*	*
HUMAN RESRCS /INDUS RELS	+	14	+	23436				6	41	22817	23478	*	*	*
MANAGEMENT TRAINEE	55	179	24862	22968	30000	25200	19000	135	572	22289	21439	28500	21500	17500
MATH/STATISTICIANS	+	1	+	30600				1	8	22265	23236	*	*	*
PARALEGAL	+	2	+	12150				+	5	+	16460			
RESEARCHERS NON-TECHNICAL	+	3	+	23000				1	6	16000	23833	*	*	*
RESEARCHERS - TECHNICAL	+	15	+	28225				+	23	+	27089			
TEACHING	20	123	20995	19500	23100	21082	18357	115	411	20440	19116	24000	20000	18000
TOTALS	479	3988						1136	9400					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 2 MARCH 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

INTERIM PERIOD 2/8/90 THROUGH 3/12/90

CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	7	56	$28977	$27929	*	*	*	23	141	$28393	$29205	$32750	$29000	$23100
MBA--NON-TECH	8	46	36188	35990	*	*	*	17	143	33365	33670	*	*	*
MBA--TECH	6	10	37217	37650	*	*	*	9	26	36922	36812	*	*	*
MS-BUSINESS	+	+	+	+				+	16	+	34006			
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	17	+	39450				2	33	26750	37349	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	5	8	30980	30613	*	*	*	10	17	29241	30102	*	*	*
MANAGEMENT INFORMATION SY	+	2	+	29500				+	5	+	34080			
MARKETING/MKTNG MGT (RESE	1	3	24000	39974	*	*	*	3	6	26604	37622	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	29000			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	2	6	25365	28622	*	*	*	2	9	25365	26681	*	*	*
ELEMENTARY EDUCATION	2	11	24250	22189	*	*	*	8	23	24497	22222	*	*	*
PHYSICAL EDUCATION	1	1	24500	24500	*	*	*	1	1	24500	24500	*	*	*
READING EDUCATION	+	+	+					+	1	+	22000			
SPECIAL EDUCATION	+	14	+	21471				2	24	21684	22129	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	1	26000	26000	*	*	*	1	1	26000	26000	*	*	*
LETTERS	+	1	+	22000				+	3	+	18000			
VISUAL & PERFORMING ARTS	+	1	+	21000				+	1	+	21000			
HUMANITIES - OTHER	+	1	+	23000				1	2	20000	21500	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	1	+	20000				+	1	+	20000			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	18	+	22246				+	24	+	23993			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES - OTHER	2	4	21224	22315	*	*	*	3	5	21956	22535	*	*	*

continued

SCPA REGIONAL Report No. 2 MARCH 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	2	7	$30396	$33843	*	*	*	2	16	$30396	$34881	*	*	*
AGRICULTURAL	+	3	+	36100				+	3	+	36100			
BIOENGINEERING & BIOMEDIC	+	1	+	42000				+	1	+	42000			
CHEMICAL	20	28	38383	37530	$39600	$38490	$36840	20	38	38383	37072	$39600	$38490	$36840
CIVIL	1	48	35500	32433	*	*	*	1	95	35500	32076	*	*	*
COMPUTER	8	11	32583	34011	*	*	*	8	12	32583	34457	*	*	*
ELECTRICAL/ELECTRONIC	6	63	35625	36823	*	*	*	9	107	35706	36776	*	*	*
INDUSTRIAL	3	18	29632	34653	*	*	*	3	27	29632	35454	*	*	*
MECHANICAL	11	58	35627	36586	*	*	*	12	101	35408	36606	*	*	*
METALLURGICAL	+	11	+	36384				+	16	+	36976			
MINING & MINERAL	+	+	+	+				+	1	+	30000			
NUCLEAR	+	1	+	28800				+	1	+	28800			
PETROLEUM	+	2	+	34080				+	10	+	37626			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	3	+	23000				1	5	34248	25450	*	*	*
HEALTH SCIENCES	+	+	+	+				+	2	+	20800			
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	+	+	+			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	2	+	20600				+	2	+	20600			
CHEMISTRY	2	6	32850	32988	*	*	*	2	10	32850	31893	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	23	27490	36331	*	*	*	7	59	33154	36959	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	2	+	29680				2	13	30504	32090	*	*	*
MATHEMATICS (INCL ACTUARI	2	3	23846	22395	*	*	*	2	11	23846	29630	*	*	*
PHYSICS	+	2	+	29960				2	5	29875	29934	*	*	*
POLYMER	+	+	+	+				+	2	+	34980			
TOTALS	92	493						153	1024					

Master's Degree Candidates - Experience [1]

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 2/8/90 THROUGH 3/12/90

CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	5	25	$36200	$43996	*	*	*	9	63	$36611	$41681	*	*	*
MBA--TECH	+	8	+	56875				1	12	40000	51917	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	9	24	38244	45022	*	*	*	14	60	45150	44642	*	*	*
MBA--TECH	10	31	46310	50912	*	*	*	12	41	45550	50948	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	2	26	49500	39612	*	*	*	4	69	42500	45272	*	*	*
MBA--TECH	1	10	36000	50670	*	*	*	1	17	36000	56747	*	*	*
TOTALS	27	124						41	262					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				1	1	$38000	$38000	*	*	*
COMPUTER & INFOR SCIENCES	+	+	+	+				+	1	+	58000			
ECONOMICS	+	1	+	$51903				+	2	+	44952			
EDUCATION														
EDUCATION ADMINISTRATION	1	1	$29000	29000	*	*	*	4	10	31950	43870	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	+	+	+			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				1	1	24000	24000	*	*	*
PSYCHOLOGY	+	1	+	26000				+	4	+	37000			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	4	+	31200			
ENGINEERING														
AEROSPACE	+	+	+	+				+	1	+	50000			
CHEMICAL	2	16	52080	51968	*	*	*	2	25	52080	50700	*	*	*
CIVIL	+	+	+	+				+	1	+	37200			
COMPUTER	+	1	+	57000				+	1	+	57000			
ELECTRICAL/ELECTRONIC	+	6	+	57167				+	11	+	55900			
INDUSTRIAL ENGINEERING	+	+	+	+				+	+	+	+			
MECHANICAL	1	5	37634	47627	*	*	*	1	7	37634	47019	*	*	*
METALLURGICAL	+	4	+	49550				+	6	+	50553			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	33550			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	1	30	48996	46812	*	*	*	1	38	48996	45307	*	*	*
GEOLOGICAL SCIENCES	+	+	+	+				+	+	+	+			
MATHEMATICS	+	1	+	32000				1	3	28000	34667	*	*	*
PHYSICS	+	1	+	42000				+	7	+	41340			
POLYMER	1	1	45000	45000	*	*	*	1	1	45000	45000	*	*	*
TOTALS	6	68						12	126					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	25459 172 34000/21600		23000 1	22371 7				29000 1	
BUSINESS ADMIN (INCL MGMT	23350 2			19612 8			25000 1	27633 3	
ECONOM & FINANCE (BANKING	26358 10			21829 19	22000 2	24500 1			
HUMAN RSRCS (incl LABOR R				24000 1					
MANAGEMENT INFO SYSTEMS				19000 1	26950 1		26666 11	22000 2	
MARKETING/MARK MGMT (RESR		22000 1		21188 8		24000 2	18100 2		
ADVERTISING		18240 9				15300 2			
COMMUNICATIONS		14750 2		24000 1		24000 2			
JOURNALISM		15450 2				16000 2			
TELECOMMUN/BROADCASTING						18500 1			
MISTORY			20000 1						
CIVIL								28500 1	28000 3
ELECTRICAL/ELECTRONIC			32200 1				29933 3	26500 1	32250 2
MECHANICAL			32500 1						26000 1
COMPUTER SCIENCE							26628 8	28500 2	
COMPUTER PROGRAMMING							25000 1	32000 1	
INFORMATION SCIENCES & SY							29050 2		
MATHEMATICS								28000 1	
TEXTILE SCIENCE							27000 1		

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING				18000 1		21583 3			
BUSINESS ADMIN (INCL MGM	18000 1		19250 4	18325 4		19991 11			
DISTRIBUTION MANAGEMENT						20500 1			
ECONOM & FINANCE (BANKING	21180 5			25833 3		17690 4	17000 1		
HOTEL/RESTAURANT MGMT.			18000 1						
HUMAN RSRCS (incl LABOR R	21750 2	26000 1	18000 1	23769 16			17500 1		
MANAGEMENT INFO SYSTEMS	27963 2					19000 1			
MARKETING/MARK MGMT (RESR	20500 3		21250 2	18567 3		20254 24 25500/17000	19000 1	22100 3	
REAL ESTATE	20160 1			12000 1					
ADVERTISING				18000 1					11000 1
COMMUNICATIONS	21000 1	20000 1				21160 5			
JOURNALISM						20000 1			16500 2
PHYSICAL EDUCATION		16000 1							
HUMAN ECOLOGY (HOME ECONO			25000 1						
MERCHANDISING MANAGEMENT						19222 6			
LETTERS (incl English, Li		22000 1				18750 2			
VISUAL & PERFORMING ARTS						18500 1			
POLITICAL SCIENCE/GOVT						17325 4			
PSYCHOLOGY						22800 1	17000 1		
SOCIOLOGY				22000 1					
ELECTRICAL/ELECTRONIC						29500 2		25343 1	
COMPUTER SCIENCE	22265 1			23250 2				25353 1	
INFORMATION SCIENCES & SY	25000 1			27183 2					

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ALLIED HEALTH						22000 1			
MATHEMATICS				23350 2		22800 1			

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING	35000 1			23640 1	15300 1	19747 2	21140 1	20340 1	
BUSINESS ADMIN (INCL MGMT			15600 1		20172 3	15738 2	18333 3		
DISTRIBUTION MANAGEMENT			22000 1						
ECONOM & FINANCE (BANKING			15000 1			17777 2			
HUMAN RSRCS (incl LABOR R			25000 1						
MANAGEMENT INFO SYSTEMS		20000 1				20000 1			
MARKETING/MARK MGMT (RESR		20000 1				15738 1			19413 1
REAL ESTATE	20500 1								
COMMUNICATIONS				20100 1					
JOURNALISM					12000 1				15500 1
ELEMENTARY EDUCATION					20420 69 30000/18357	28000 1			
PRE-ELEMENTARY EDUCATION					19962 4		19050 1		
PHYSICAL EDUCATION					21405 6				
SPECIAL EDUCATION					19881 8		20350 1		
TEXTILES & CLOTHING					19900 1				
FOREIGN LANGUAGES						18000 1			
LETTERS (incl English, Li		22000 1			20964 7				
VISUAL & PERFORMING ARTS					22251 6				
HUMANITIES - OTHER									24000 1
CRIMINAL JUSTICE					22500 1	19493 1			
HISTORY							18954 1		
POLITICAL SCIENCE/GOVT			22100 1			19493 1	15550 2		
PSYCHOLOGY					18000 1		16300 3		14018 2

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
CHEMICAL						26520 1			
CIVIL			27500 1	30672 5		24540 5	23679 2		
COMPUTER						31400 1			
ELECTRICAL/ELECTRONIC		36800 1		31374 7		27690 11			
INDUSTRIAL						25343 1			
MECHANICAL			31428 2	31365 4		25571 14			
ENGINEERING TECHNOLOGY				37680 1					
AGRIBUSINESS							22385 1		
OTHER AGRICULTURAL SCIENC					25000 1				
COMPUTER SCIENCE				29200 1	18500 1	25002 4			
COMPUTER PROGRAMMING						29770 1	18168 1		
INFORMATION SCIENCES & SY				31000 1		19493 1			
HEALTH SCIENCES							16800 1		
NURSING								31000 2	
BIOLOGICAL		30000 1							
CHEMISTRY		22500 1							
MATHEMATICS					20021 6	20682 4			
OTHER PHYSICAL & EARTH SC									30000 1

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					25414 2	26500 1	18000 1		
BUSINESS ADMIN (INCL MGMT					24800 2	21600 2			19752 2
DISTRIBUTION MANAGEMENT						23650 1		26000 1	24000 1
HUMAN RSRCS (incl LABOR R							22500 1		
MARKETING/MARK MGMT (RESR	16000 1						21000 1	23000 1	29750 4
COMMUNICATIONS	18800 1								
ELEMENTARY EDUCATION				22140 1					
HUMANITIES - OTHER					22500 1				
POLITICAL SCIENCE/GOVT		20000 1							
AEROSPACE & AERONAUTICAL					32500 1				
CHEMICAL					30300 1				35268 40 37380/34080
CIVIL								28576 5	32301 1
COMPUTER							30225 1		
ELECTRICAL/ELECTRONIC					30853 11		31200 2	29192 1	30120 1
MECHANICAL					30399 6		29257 7	24000 1	33887 9
ENGINEERING TECHNOLOGY					28100 1		28000 1	45000 1	
INDUSTRIAL TECHNOLOGY							27000 1		
AGRIBUSINESS						22995 3			
OTHER AGRICULTURAL SCIENC						15118 1			29500 1
COMPUTER SCIENCE					31100 3			22667 3	32400 2
COMPUTER PROGRAMMING							31000 1		
PHARMACY									32000 2
ARCHITECTURAL & ENVIRONM								28376 5	

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
TEXTILE SCIENCE									29000 1

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	32000 1	25000 1	23833 3		24925 2		20800 1	26400 1	27200 2
BUSINESS ADMIN (INCL MGMT		21000 1	21000 1				25000 1		
ECONOM & FINANCE (BANKING		23500 1		24000 1			24536 2	22000 2	
HUMAN RSRCS (incl LABOR R			30000 1	21200 1					28000 2
MANAGEMENT INFO SYSTEMS	28367 3	24600 1							30000 1
MARKETING/MARK MGMT (RESR	23600 2	23000 3	25000 3	25250 4	20503 2		23000 2		25000 1
ADVERTISING					13400 1				
COMMUNICATIONS	15500 1			19000 2				23500 2	
JOURNALISM	31500 1							23250 1	
TELECOMMUN/BROADCASTING			12480 1						
HUMAN ECOLOGY (HOME ECONO			19000 1	14400 1					
CHEMICAL							33500 2	34929 7	37085 8
CIVIL									33500 4
ELECTRICAL/ELECTRONIC	32515 4	31612 23 39000/30200						33680 5	40200 1
INDUSTRIAL		29303 6			30750 2		29100 2		
MECHANICAL		31496 19			31400 4			34583 6	33300 2
METALLURGICAL					30100 2				
TEXTILE								34000 1	
ENGINEERING TECHNOLOGY		28000 1			21600 1			26600 2	
INDUSTRIAL TECHNOLOGY					24000 1				
OTHER AGRICULTURAL SCIENC							32500 1		
COMPUTER SCIENCE	25361 3	30600 2	27500 1		21500 1			30713 2	
COMPUTER PROGRAMMING	31541 7	30000 1							

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL		MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL	
INFORMATION SCIENCES & SY	29000	1					24000	1				32200	1
MATHEMATICS	26500	1											
TEXTILE SCIENCE			23000	1								31500	1

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING		28800 2					
BUSINESS ADMIN (INCL MGMT		20800 1			27500 1	26100 1	
ECONOM & FINANCE (BANKING		24000 1			27500 1		22500 1
HUMAN RSRCS (incl LABOR R					28132 6		
MARKETING/MARK MGMT (RESR		25200 1	24000 3			18000 2	22000 2
ADVERTISING					14000 1		
JOURNALISM	16200 1						
TELECOMMUN/BROADCASTING							20000 1
TEXTILES & CLOTHING					27000 1		
HISTORY							27000 1
POLITICAL SCIENCE/GOVT		22500 2					
PSYCHOLOGY					30000 1		
SOCIAL SCIENCES-OTHER							20000 1
CHEMICAL		35550 2	35600 1	36300 1	35433 9	34440 10	
CIVIL				28500 1		29700 1	28750 2
ELECTRICAL/ELECTRONIC				33867 3	35450 4	35040 1	25000 1
INDUSTRIAL					33200 3	30996 1	
MECHANICAL		33900 3			34531 7	32514 7	26867 3
METALLURGICAL				29450 2			29900 2
TEXTILE					34008 1		33000 1
INDUSTRIAL TECHNOLOGY							13000 1
COMPUTER SCIENCE		19500 2	25343 1		32250 2		
COMPUTER PROGRAMMING		34008 1					

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BIOLOGICAL							21000 2
MATHEMATICS							16000 1
TEXTILE SCIENCE					26708 20 29400/25000		

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	25485 184 34000/21700	17612 14	21500 2	21439 45 26750/18000	23650 3	20160 10	25323 14	25983 6	
BACHELOR - TECHNICAL			32350 2				27528 15	28667 6	29083 6

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	21732 15	21000 4	20056 9	21893 30 33000/18000		19847 64 25500/17500	17625 4	22100 3	14667 3
BACHELOR - TECHNICAL	23633 2			24594 6		25950 4		25348 2	

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	27750 2	20667 3	19940 5	21870 2	20414 108 30000/18000	18937 12	17875 12	20340 1	17390 5
BACHELOR - TECHNICAL		29767 3	30119 3	31385 19	20453 8	25594 43 36000/20000	20942 5	31000 2	30000 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	17400 2	20000 1		22140 1	24586 5	23338 4	20500 3	24500 2	26072 7
BACHELOR - TECHNICAL					30695 23 35100/29000	21026 4	29494 13	28185 16	34481 57 37380/32000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26413 8	23300 7	22898 10	22067 9	20851 5		24145 6	23442 6	27567 6
BACHELOR - TECHNICAL	30152 16	31010 53 39000/28000	27500 1		28200 12		31540 5	33436 23 38000/29000	35364 17

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	16200 1	24657 7	24000 3		26799 11	20700 3	22250 6
BACHELOR - TECHNICAL		30726 8	30472 2	32186 7	31189 46 37500/25800	33387 20 37200/30996	25146 13

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25483 171 34000/21600	23859 29 35000/20000	22800 2						25000 1
BUSINESS ADMIN (INCL MGMT	21700 1	18800 2	19703 2	19373 4					26100 1
ECONOM & FINANCE (BANKING	26462 11	27500 2	21500 6	21150 4	27600 1		19000 1		22983 3
MARKETING/MARK MGMT (RESR			20750 4	22250 2					
COMMUNICATIONS			24000 1						

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT	18500 1		18267 3				27500 1		
ECONOM & FINANCE (BANKING	16500 1	23250 2							
HUMAN RSRCS (incl LABOR R		23133 3	22000 2						
MARKETING/MARK MGMT (RESR			20350 2					16000 1	
REAL ESTATE		20160 1							
ADVERTISING					16500 2		15600 1	13400 1	
COMMUNICATIONS							21000 1	20000 1	
JOURNALISM					16000 1	17000 1		15500 1	16200 1
TELECOMMUN/BROADCASTING							18500 1	12480 1	
SOCIOLOGY			22000 1						
ELECTRICAL/ELECTRONIC							33500 1		
MATHEMATICS			25700 1						
TEXTILE SCIENCE				27000 1					

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BUSINESS ADMIN (INCL MGMT		18000 1		18200 1			24504 1	16500 1	
DISTRIBUTION MANAGEMENT				23650 1			24000 1		
ECONOM & FINANCE (BANKING			19760 1			22500 1	21833 3		14030 2
HUMAN RSRCS (incl LABOR R		25000 1		27500 1			23892 13		
MANAGEMENT INFO SYSTEMS							32050 2		
MARKETING/MARK MGMT (RESR	25500 2	26467 3	19500 2	23100 2	22000 2		22683 30 31600/18000		18000 1
REAL ESTATE							20500 1		
ADVERTISING	14750 4						19861 6	11000 1	
COMMUNICATIONS	15500 1	30000 1	20000 1	15500 1			20125 8	18800 1	
JOURNALISM	14000 1						21913 4		
TELECOMMUN/BROADCASTING							20000 1		
MERCHANDISING MANAGEMENT			19330 1						
FOREIGN LANGUAGES								18000 1	
VISUAL & PERFORMING ARTS							18500 1		
HUMANITIES - OTHER							23250 2		
HISTORY							27000 1		
POLITICAL SCIENCE/GOVT			21400 2				20025 4		
PSYCHOLOGY							17000 1		
SOCIAL SCIENCES-OTHER			20000 1						
CHEMICAL							35600 1		
ELECTRICAL/ELECTRONIC							29500 2		
INDUSTRIAL							23400 1		
MECHANICAL							30033 3		

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
METALLURGICAL							30400 1		
AGRIBUSINESS							28000 1		
OTHER AGRICULTURAL SCIENC							29500 1		
PHARMACY							32000 2		
BIOLOGICAL							24000 1		
MATHEMATICS			22800 1						
TEXTILE SCIENCE		24000 1					24800 2		

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
ACCOUNTING			19493 1						
BUSINESS ADMIN (INCL MGMT			19159 3						
ECONOM & FINANCE (BANKING			19493 1						
HUMAN RSRCS (incl LABOR R									28212 6
MARKETING/MARK MGMT (RESR			15738 1				26000 1		
ELEMENTARY EDUCATION			28000 1						
CRIMINAL JUSTICE		19493 1							
POLITICAL SCIENCE/GOVT			19493 1						
CHEMICAL									36020 6
CIVIL					27500 1		28789 15	27359 3	31350 2
ELECTRICAL/ELECTRONIC			28375 5				31139 7		33422 9
INDUSTRIAL			25343 1						31471 7
MECHANICAL							29420 11		32129 21 36000/30300
METALLURGICAL									30000 2
ENGINEERING TECHNOLOGY							36550 2		27067 3
INDUSTRIAL TECHNOLOGY									25500 2
OTHER AGRICULTURAL SCIENC									32500 1
COMPUTER SCIENCE			25353 1						
COMPUTER PROGRAMMING							31000 1		
INFORMATION SCIENCES & SY			19493 1						
ARCHITECTURAL & ENVIRONME							29250 2		
MATHEMATICS			19493 2						

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT								29000 1	
MANAGEMENT INFO SYSTEMS	30000 1								24600 1
AEROSPACE & AERONAUTICAL					32500 1				
CHEMICAL					36020 10		35194 56 39000/34000	34140 3	32705 4
CIVIL		26100 1					28200 1	28897 6	29500 1
COMPUTER			30225 1		31400 1				
ELECTRICAL/ELECTRONIC	30629 5	29796 4	28520 3	30192 2	31533 3	30900 1	31620 1	31878 13	31666 24 40200/29700
INDUSTRIAL							30000 1		31200 1
MECHANICAL		31373 3	26300 1	26252 1	28795 6	28126 2	33433 3	32917 18	30417 24 35220/25343
METALLURGICAL					28500 1				30000 2
TEXTILE								34008 1	33500 2
ENGINEERING TECHNOLOGY				28000 1	37680 1				21600 1
COMPUTER SCIENCE			29661 4			25020 1			30600 1
COMPUTER PROGRAMMING			32766 1						
ARCHITECTURAL & ENVIRONME								27690 2	28000 1
CHEMISTRY					22500 1				
TEXTILE SCIENCE								31500 1	

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BUSINESS ADMIN (INCL MGMT	18500 1								
MARKETING/MARK MGMT (RESR	19413 1								
PHYSICAL EDUCATION									16000 1
PSYCHOLOGY	13000 1								15035 1
COMPUTER SCIENCE			18000 1						
NURSING				31000 2					
BIOLOGICAL			18000 1						30000 1
OTHER PHYSICAL & EARTH SC									30000 1

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT			20000 1			23300 2	23917 1		
MANAGEMENT INFO SYSTEMS					24808 3	24607 11	25850 6		
MARKETING/MARK MGMT (RESR						18200 1			
HISTORY				18954 1					
POLITICAL SCIENCE/GOVT	16700 1		14400 1						
PSYCHOLOGY		15075 2		18750 1					
ELECTRICAL/ELECTRONIC					30950 4				
MECHANICAL						26000 1	26000 1		
AGRIBUSINESS									22385 2
COMPUTER SCIENCE					25824 24 38000/19500	28422 2	28200 5		
COMPUTER PROGRAMMING					29747 12				
INFORMATION SCIENCES & SY					26550 2	28594 6	29000 1		
HEALTH SCIENCES				16800 1					
MATHEMATICS		21000 1			21560 4			28000 1	

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		29000 1		22375 4					
BUSINESS ADMIN (INCL MGMT		26975 4		20059 22 25000/18200					15000 1
DISTRIBUTION MANAGEMENT				22833 3					
ECONOM & FINANCE (BANKING				21643 18					
HOTEL/RESTAURANT MGMT.				18000 1					
HUMAN RSRCS (incl LABOR R			23250 4	23505 4					
MANAGEMENT INFO SYSTEMS				19000 1					
MARKETING/MARK MGMT (RESR			23800 1	20604 28 30000/17000					
REAL ESTATE				12000 1					
COMMUNICATIONS			20100 1	20900 2					
JOURNALISM				20000 1			16000 1		12000 1
ELEMENTARY EDUCATION									20444 70 30000/18357
PRE-ELEMENTARY EDUCATION									19779 5
PHYSICAL EDUCATION									21405 6
SPECIAL EDUCATION									19933 9
HUMAN ECOLOGY (HOME ECONO				19467 3					
TEXTILES & CLOTHING				27000 1					19900 1
MERCHANDISING MANAGEMENT				19200 5					
LETTERS (incl English, Li				20375 4					20964 7
VISUAL & PERFORMING ARTS									22251 6
CRIMINAL JUSTICE									22500 1
HISTORY	20000 1								
POLITICAL SCIENCE/GOVT				16750 2					

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
PSYCHOLOGY				26400 2					18000 1
CHEMICAL				33000 2					
CIVIL				27000 1					
ELECTRICAL/ELECTRONIC				30950 2					
INDUSTRIAL				30305 4					
MECHANICAL				31800 1					
INDUSTRIAL TECHNOLOGY				13000 1					
AGRIBUSINESS				18600 1					
OTHER AGRICULTURAL SCIENC				15118 1					25000 1
COMPUTER SCIENCE		28500 2			22265 1				
ALLIED HEALTH				22000 1					
MATHEMATICS									20021 6
TEXTILE SCIENCE				26977 19					

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25521 183 34000/21700	23773 33 35000/20000	21400 15	20659 10	27600 1		19000 1		24010 5
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	17500 2	22677 6	20188 8		16333 3	17000 1	20650 4	15476 5	16200 1
BACHELOR - TECHNICAL			25700 1	27000 1			33500 1		

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	17438 8	25400 6	20111 8	21842 6	22000 2	22500 1	22362 79 33000/17000	16075 4	15353 3
BACHELOR - TECHNICAL		24000 1	22800 1				28907 15		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL		19493 1	19962 8				26000 1		28212 6
BACHELOR - TECHNICAL			25105 10		27500 1		29895 38 45000/25000	27359 3	32063 53 37500/28200

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	30000 1							29000 1	24600 1
BACHELOR - TECHNICAL	30629 5	29926 8	29349 10	28659 4	32506 24 39000/26328	28043 4	34854 62 39000/33400	31900 44 37320/29000	30962 61 40200/25343

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	16971 3								15518 2
BACHELOR - TECHNICAL			18000 2	31000 2					30000 2

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	16700 1	15075 2	17200 2	18852 2	24808 3	23963 14	25574 7		
BACHELOR - TECHNICAL		21000 1		16800 1	26954 46 38000/19500	28268 9	28000 7	28000 1	22385 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	20000 1	27380 5	22817 6	20782 102 32000/17000			16000 1		20421 108 30000/18000
BACHELOR - TECHNICAL		28500 2		26945 33 34000/25000	22265 1				20732 7

AVERAGE SALARY OFFERS MARCH 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	29767 3			36200 5	28200 1	32800 1		33750 2	
MBA--TECH				34000 1				34500 2	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH						17000 1			
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH				41500 1					

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH					36400 1				44000 1
MBA--TECH							35800 1		40500 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	32000 1	39000 1							
MBA--TECH		35000 1							36000 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							